RJ REYNOLDS

TOBACCO COMPANY

COPY

S. R. MacLEOD
Region Operations Mgr

150 Lawrence Bell Drive
Suite #108
Williamsville, NY 14221
(716) 634-9232
Fax (716) 634-3145

July 24, 1997

RJR Account #533288
Mr. B. Corrigan
JONES McINTOSH, INC.

SEPTEMBER WINSTON B2G2F LIGHTERS / PROMOTION #700649

Dear Bill:

WINSTON regular product has been ordered (see quantities listed below), as well as **100** skus of B2G2F Lighter Sleeves / Displays (Item #527552) to pack and ship this promotion to your participating retail accounts. All additional pertinent promotional information is listed below:

UPC Code	WINSTON Brand Style	Case Size	#/ Cases
12300-11112	*Light*	12M	**2**
12300-11906	*Light Box*	6M	**2**
12300-11012	*Full Flavor*	12M	**2**
12300-11212	*Full Flavor Box*	12M	**2**

Product / Premium Arrival:	**August 11, 1997**
Ship Date to Retail:	**Week of: August 25, 1997**
SKU CUBE:	**1.7150**
SKU WT (w/o Product):	**6.6200 lbs**
Retail Sales Offer per Sku:	**20 units**
Billing per Sku:	**4 Full Price Cartons**
EFT $ Amount:	**$4,964.19**
Non-EFT $ Amount:	**$N/A**

51852 2202

Source: https://www.industrydocuments.ucsf.edu/docs/xsnn0000

Promotion Description: Utilize self-contained shipper. Shipper has 20 buy-2-get-2-free-lighters sleeves. Two packs of Winston product should be placed into the sleeve. Consumer purchases two packs, receives two Winston 'No Bull' Lighters free.

SHIP NUMBER OF DISPLAYS AS INDICATED ON THE ATTACHED CUSTOMER LIST

A list of accounts authorized to receive packed displays is attached. RJR will reimburse you $28.00 per **live 12M** case for all displays packed and shipped to retail on a timely basis. This equates to **$189.00 (6.75 case(s) @ $28.00)**. Payment will be made as soon as possible once verification is received that all displays have been shipped to retail.

As always, thanks for your assistance in the marketing of our products.

Sincerely,

Judy

J. Campbell
Promotional Coordinator / 1610
/jc
cc: S. Schwalm

Note to RJR Manager:
Upon verification of shipment to retail, notify Judy (#1610) for payment distribution to account.

V-WINB2.DOC

51852 2203

Source: https://www.industrydocuments.ucsf.edu/docs/xsnn0000

Two free No Bull
Lighters.
New Winston
True taste.
• Special September offer: Buy two packs of new, no-additive Winston, get two free No Bull lighters
• Special packaging
• Attention-getting displays
• Proven traffic builder
No bull.
Get 2
lighters
FREE with
2-pack purchase
51852 2204

WHOLESALER : 533288 JONES MCINTOSH TOBACCO CO. <DIRECT>
TEMPLATE : 700649 70900 WIN SEP B2G LTRS
TEMPLATE SEQ : 0013
SALES LEVEL : 16XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER	ACCT PHONE #
162202	162232	284661	NOBLES CONV MART	91 SYRACUSE ST	BALDWINSVILLE	NY	13027	1			0976	(315)635-1223
162202	162237	328323	SUNSHINE MINI	500 OLD LIVERPOOL	LIVERPOOL	NY	13088	2				(315)453-6344
162202	162238	337722	VILLAGE STOP SHOP	102 S MAIN ST	CENTRAL SQUARE	NY	13036	1				(315)676-2347
162202	162237	458253	YOUR NEIGHBORHOOD S	302 MALDEN RD	MATTYDALE	NY	13211	1				(315)455-1234
162202	162230	464894	SUNSHINE MINIMART #	3000 BELGIUM RD	BALDWINSVILLE	NY	13027	1				(315)638-4090
162202	162230	491331	JOHN GLENN SERVICE	RT. 57 @ JOHN GLE	LIVERPOOL	NY	13088	1				(315)457-5132
162202	162238	587630	MS GILL AUTO REPAIR	3511 BREWERTON RD	NORTH SYRACUSE	NY	13212	2				(315)455-1786
162202	162230	647727	A-PLUS MINI MARKET	7653 MORGAN RD.	LIVERPOOL	NY	13090	1		0362-0102		(315)652-7427
162202	162237	655485	MS GILL A-PLUS	5136 TAFT & BUCKL	LIVERPOOL	NY	13088	1		0362-0102		(315)458-2996
162202	162238	696065	CICERO GAS & GROCER	6190 S BAY RD	CICERO	NY	13039	1				(315)699-1970
162202	162230	718856	BALDWINSILLVE A-PLU	35 E GENESEE ST	BALDWINSVILLE	NY	13027	1		0362-0102		(315)635-6035
162202	162232	738679	MC'S	247 W GENESEE ST	AUBURN	NY	13021	1				
162202	162237	762308	GALEVILLE GROCERY	412 OLD LIVERPOOL	LIVERPOOL	NY	13088	1				(315)457-2020
162202	162232	762400	TRICOUNTY APLUS	2632 DOWNER ST	BALDWINSVILLE	NY	13027	2		0362-0102		(315)635-3556
162202	162232	075877	NORTHSIDE FOOD & BE	233 NORTH ST	AUBURN	NY	13021	1				(315)252-1235
162202	162232	269019	GEORGES GROCERY	1292 WATERLOO GEN	WATERLOO	NY	13165	1	NYS		7434	(315)539-4536
162202	162238	762794	GEETA CORP APLUS	5824 E TAFT RD	NORTH SYRACUSE	NY	13212	1	NYS	0362-0102	044115	(315)458-3903
162202	162237	762896	R & J MOBIL EXPRESS	500 7TH NORTH ST	LIVERPOOL	NY	13088	1	NYS			(315)457-2462
162205	162237	022805	OGDEN MINI MART	6325 THOMPSON RD	SYRACUSE	NY	13206	1				(315)463-2905
162205	162230	375584	OLYMPIC NEWS	109 S WARREN ST	SYRACUSE	NY	13202	1				(315)474-9564
162205	162230	391370	NEIGHBORHOOD FOODS	139 N GEDDES ST	SYRACUSE	NY	13204	2				(315)474-7704
162205	162230	431998	POOLERS GROC & DELI	301 S LOWELL AVE	SYRACUSE	NY	13204	1				(315)476-3720
162205	162237	500127	THE DEPOT	6497 E SENECA TPK	JAMESVILLE	NY	13078	2				(315)492-4741
162205	162230	561366	ABBOTT'S BIG "M"	4916 GROLIER RD	SYRACUSE	NY	13215	1				(315)469-6661
162205	162237	577619	C&C MINI MART, INC	1431 N SALINA ST	SYRACUSE	NY	13208	1				(315)479-5080
162205	162237	621049	LUCKY 7	3100 COURT ST	SYRACUSE	NY	13206	5				(315)463-0491
162205	162237	649134	A-PLUS #4389	2500 ERIE BLVD.	SYRACUSE	NY	13224	1		0362-0102	042416	(315)446-1921
162205	162230	656818	EXPRESSWAY MKT	3226 S. SALINA ST	SYRACUSE	NY	13205	3				(315)492-2574
162205	162237	660937	ROSE'S CORNER MKT	539 COURT ST	SYRACUSE	NY	13208	1				(315)475-0143
162205	162237	696028	MAJOR GASLAND INC.	1825 TEALL AVE	SYRACUSE	NY	13206	1		0362-0102		(315)437-6096
162205	162237	696125	STAFFORD CONVENIENC	372 STAFFORD AVE	SYRACUSE	NY	13206	1				(315)433-0124
162205	162237	703571	KLEEN FOOD 2	500 CATHERINE ST	SYRACUSE	NY	13203	1				(315)474-4354
162205	162230	706003	VILLAGE MARKET	2261 MILTON AVE	SOLVAY	NY	13209	1				(315)487-2979
162205	162237	706005	FAMILY FOOD MARKET	814 BUTTERNUT ST	SYRACUSE	NY	13208	1				(315)474-0721
162205	162230	721872	NELSON'S NEWS	1 MONY PLZ	SYRACUSE	NY	13202	1				(315)478-5723
162205		722158	M&M GROCERY	140 OAKWOOD AVE	SYRACUSE	NY	13202	1				(315)425-9447
162205	162237	730136	EXTRA KLEEN FOOD	231 HAWLEY AVE	SYRACUSE	NY	13203	1				(315)424-9506
162205	162237	731954	GOLDEN MKT 2, INC.	1701 COURT ST	SYRACUSE	NY	13208	2				(315)454-2013
162205	162237	732125	CFM #87001	356 N MIDLER AVE	SYRACUSE	NY	13206	1				(315)432-0152
162205	162237	739321	GOLDEN MARKET	1008 BUTTERNUT ST	SYRACUSE	NY	13208	5				(315)423-3773
162205	162237	744911	PAVIAS MARKET	854 N SALINA ST	SYRACUSE	NY	13208	1				(315)422-7961
162205	162237	762093	CHASES SMOKE SHOP	2829 JAMES ST	SYRACUSE	NY	13206	2				(315)463-9334

5

51852 2205

Source: https://www.industrydocuments.ucsf.edu/docs/xsnn0000

WHOLESALER : 533288 JONES MCINTOSH TOBACCO CO. <DIRECT>
TEMPLATE : 700649 70900 WIN SEP B2G LTRS
TEMPLATE SEQ : 0013
SALES LEVEL : 16XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER	ACCT PHONE #
162205	162237	762499	LUDY'S GROCERY	106 OAK ST	SYRACUSE	NY	13203	1				(315)472-1119
162205	162230	763105	ON THE RUN	968 E BRIGHTON AV	SYRACUSE	NY	13205	1		1449-0000		(315)492-1150
162205	162230	042749	DIMARIA'S NEWS	325 GIFFORD ST	SYRACUSE	NY	13204	1				(315)476-1757
162205	162230	059528	DESIMONE'S SERVICE	680 S SALINA ST	SYRACUSE	NY	13202	2				(315)476-6903
162205	162230	060876	OGDEN MINI MART	1883 STATE FAIR B	SYRACUSE	NY	13209	1				(315)638-7130
162205	162237	085107	BEST DAIRY	2342 COURT ST	SYRACUSE	NY	13208	1				(315)454-0910
162205	162230	171329	LAFAYETTE IGA #810	2512 ROUTE 11 BX	LA FAYETTE	NY	13084	1				(315)677-3301
162205	162230	171656	DURSTONS	515 W GENESEE ST	SYRACUSE	NY	13204	3				(315)471-1823
162205	162237	172810	IKES SUPERETTE	210 PARK ST	SYRACUSE	NY	13203	1				(315)472-7672
162205	162237	172876	STUDENT CHOICE FOOD	137 MARSHALL ST	SYRACUSE	NY	13210	1				(315)475-7201
162205	162230	173012	ROCKYS NEWS	447 N SALINA ST	SYRACUSE	NY	13202	1				(315)422-1997
162205	162237	173058	SOUTHWOOD SUPERETTE	5190 E SENECA TNP	JAMESVILLE	NY	13078	2				(315)492-1684
162205	162230	173166	BRILBECKS MARKET	620 ULSTER ST	SYRACUSE	NY	13204	1				(315)422-0606
162205		206074	LEMOYNE FOOD MARKET	666 AUDUBON PKY	SYRACUSE	NY	13224	1				(315)446-2064
162205	162237	308693	MIKE'S MARKET	423 E DIVISION ST	SYRACUSE	NY	13208	2				(315)422-3052
162205	162231	305318	COSTA'S MARKET	75 WEST STREET	HOMER	NY	13077	1	NYS			(607)749-4656
162206	162237	171685	TEMPLE DAIRY	312 FAYETTE ST	MANLIUS	NY	13104	2				(315)682-6367
162206	162236	519349	FYLER RD CONVENIENC	991A FYLER RD	KIRKVILLE	NY	13082	1				(315)687-3400
162206	162235	599498	JAMES ST MARKET	401 JAMES ST	UTICA	NY	13501	1				(315)733-8013
162206	162237	662855	A-PLUS #4212	3492 ERIE BLVD E	DEWITT	NY	13214	1		0362-0102		(315)446-6241
162206	162235	681168	JOE'S ADIRONDACK	STORE	COLD BROOK	NY	13324	1				(315)826-7550
162206	162236	762348	MILLERS MOBIL	125 E MANLIUS ST	EAST SYRACUSE	NY	13057	1				(315)463-0943
162206	162235	400859	TOMA'S MOHAWK MINI	1160 MOHAWK ST	UTICA	NY	13501	2	NYS			(315)732-5670
162303	162234	177362	MILLERS NEWS STORE	48 CHURCH ST	CANAJOHARIE	NY	13317	1			C-1055	(518)673-5915
162605	162624	527607	NICE N EASY #2401	703 S MAIN ST	NEWARK	NY	14513	1			6441	(315)331-5090
162605	162231	579857	NEWFIELD SUNNY'S	1253 W DANBY RD	NEWFIELD	NY	14867	1				(607)275-0129
162605	162624	654787	VICTOR CONVENIENCE	6373 VICTOR MANCH	VICTOR	NY	14564	4				(716)742-2150
162605	162624	657233	VALVANO'S CLIFTON N	22 W MAIN STREET	CLIFTON SPRING	NY	14432	1			8055	(315)462-5297
162605	162620	677756	RAEANN INC.	DBA SCHAEFER'S MK	SODUS	NY	14551	1				(315)483-4509
162605	162624	750230	VALVANOS PALMYRA NE	212 E MAIN ST	PALMYRA	NY	14522	1				(315)597-8851
162605	162624	268994	NORTHSIDE GROCERY	1202 N MAIN ST	NEWARK	NY	14513	1	NYS		917153	(315)331-7438

PAGE BREAK TOTAL ACCOUNTS 73 TOTAL QUANTITY 100

TEMPLATE TOTAL ACCOUNTS 73 TOTAL QUANTITY 100

51852 2206

Source: https://www.industrydocuments.ucsf.edu/docs/xsnn0000

GHCP18RN1610XX TEMPORARY PAYMENT DETAIL REPORT 08/27/97

ACCOUNT NUMBER: 533288
VOUCHER NUMBER: 15367364
DATE WRITTEN: 08/27/97
STATUS: PAID
AMOUNT PAID: 189.00

JONES MCINTOSH INC
4036 NEW COURT AVE
SYRACUSE , NY 13206

SEND CHECK TO: ROU

DESCRIPTION	UNITS	AMOUNT
'97 VAP PK & SHP	6.75	189.00

EXPLANATION: SEPT: WINSTON B2G2F LIGHTERS 700649 / SS

51852 2207

Source: https://www.industrydocuments.ucsf.edu/docs/xsnn0000